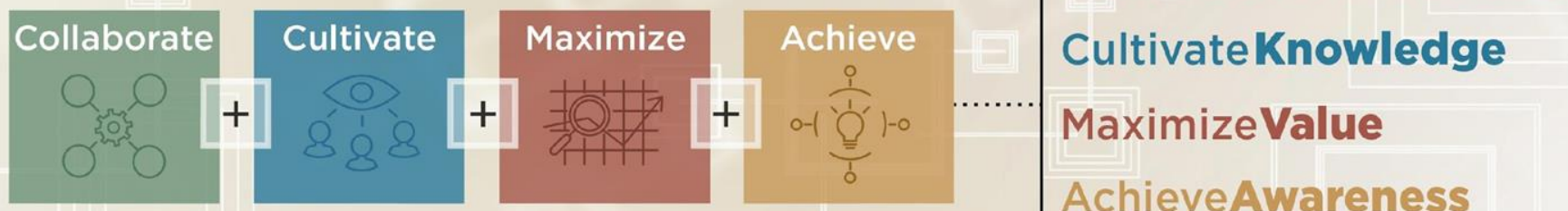


# GSA Federal Acquisition Forum

June 8, 2017 | Tacoma, WA



## Category Management & the Acquisition Gateway

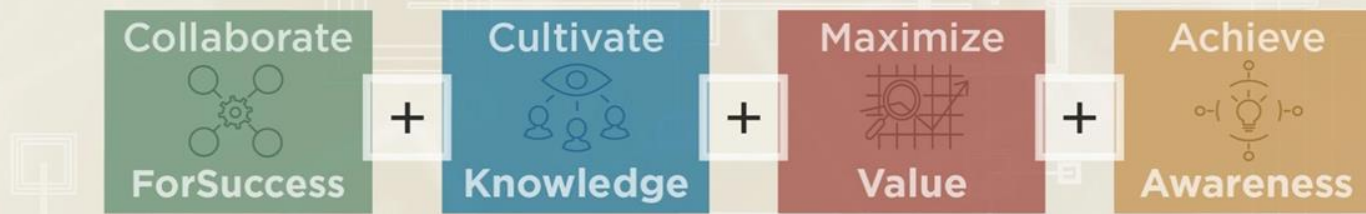
Maureen Duckworth  
Professional Services Hallway, Content Manager  
GSA

June 2017



# Agenda

- Category Management
- Acquisition Gateway
- Demo (Gateway Demonstration with a Professional Services Hallway focus)
- Resources
- Additional Questions



# Category Management Overview

Category management is a purchasing approach that the Federal Government is applying to buy smarter and more like a single enterprise.

It involves:

- Identifying core categories of products and services, and managing them accordingly
- Cultivating and maximizing expertise to inform and enhance a customer's buying experience
- Developing purchasing strategies so that customers find the best value for the items they need

Category management enables us to eliminate redundancies, increase efficiency, and deliver more value and savings from the government's acquisition programs.



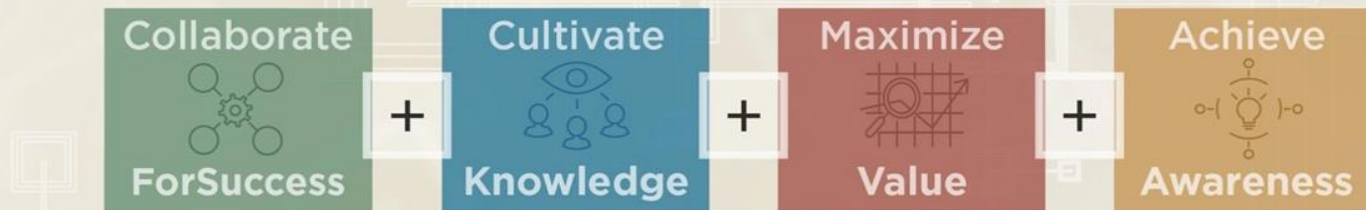
## Acquisition Gateway Overview

The Acquisition Gateway provides acquisition professionals with the tools and digital services to make acquisition **great**.

The Gateway envisions driving smarter acquisition by simplifying, accelerating, and improving how the federal government selects and buys products and services.

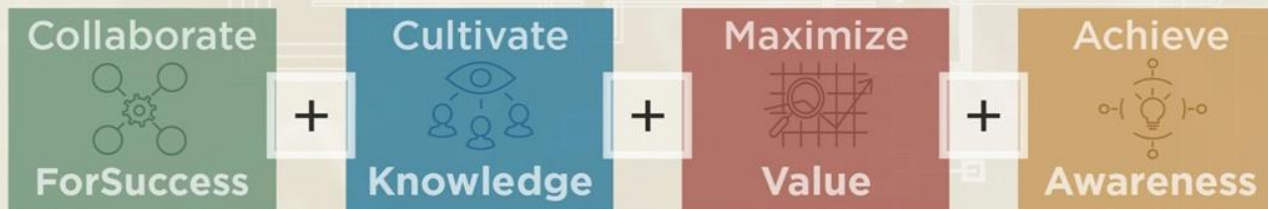
The Gateway enables good category management that supports the federal acquisition community through every step of the acquisition lifecycle.

**CAP**  
Acquisition  
 Gateway  
[learn.connect.act.](https://learn.connect.act.gov)



## 1<sup>st</sup> time: Access the Gateway in <5 minutes

- Step 1**
  - Go to [OMB Max Website](#)
  - Why? The Acquisition Gateway is a secure site
- Step 2**
  - First time users? = click on upper right [Register Now] button
- Step 3**
  - Fill out the form; click [Continue]
  - Read the user agreement and non-disclosure; check “I Agree”
- Step 4**
  - Wait for email from @max.gov
  - Click on link to reset your max.gov password
- Step 5**
  - Go to [Acquisition Gateway Website](#); select [Federal Employees Sign-in]
  - Click on with “PIV or CAC card”; click [Login]
- Step 6**
  - Login with Max.gov credential to associate with your PIV or CAC card
  - Click [Continue]; you can now access the Acquisition Gateway!



# Acquisition Gateway Sign-in Screen

← → ↻ 🏠 Secure | https://hallways.cap.gsa.gov/login-information 🔍 ☆

🏠 Acquisition Gateway About Us Explore FAQs Help

**ACQUISITION GATEWAY**  
Act as One for smarter acquisition

Our vision is to provide a workspace with accurate, useful, and unbiased advice. Check back often to see the latest progress.

LEARN CONNECT ACT

**Federal Government Users**  
Click here to sign in for full access

**Non-Federal Government & Public Users**  
Click here for public access

Need help signing in? »

**Rules of Behavior for the Acquisition Gateway**

Acquisition Gateway Terms and Conditions of Use: This computer system is the property of the United States Government. Logging in to the Federal Government Users sign-on section of this site is restricted to authorized Government users only. Otherwise click the Non-Federal Government & Public Users button to accept the terms and proceed.

Usage Agreement »



+



+



+



Acquisition Gateway



Tools

Category Management

Explore

Hi, Zachary Lerner

About Us

Help

Sign Out



## THE ACQUISITION GATEWAY

A workspace for acquisition professionals and federal buyers to connect with resources, tools and each other to improve acquisition government-wide.

Search



Welcome Video



Take a Tour



New Features



### Conduct Market Research

#### Solutions Finder

Find contracts, purchase agreements, vehicles and shared services available to your agency

#### Prices Paid Portal

Prices agencies have paid for goods and services

#### CALC Tool

Awarded labor rates



### Manage Your Acquisition Package

#### Project Center

- Collect and manage documents
- Track milestones and tasks
- Create a team and collaborate

#### Document Library

SOW's, source selection plans, award letters, acquisition plans and more

#### eBuy Open

Examples of Requests for Quotes / Proposals



### Join the Community

#### Community Discussions

- Read the latest acquisition news and expert advice
- Contribute your questions and experiences

#### Connections Finder

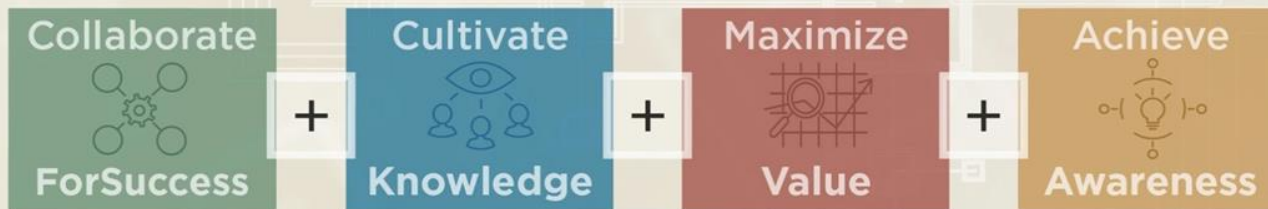
Connect with SMEs and other acquisition professionals

## DISCOVER GUIDANCE BY CATEGORY

*What to buy, Where to buy, How to buy it*

► Market intelligence

► Best-in-class buying practices



# Acquisition Gateway Overview

## DISCOVER GUIDANCE BY CATEGORY

*What to buy, Where to buy, How to buy it*

- ▶ Market intelligence
- ▶ Transactional platforms
- ▶ Best-in-class buying practices
- ▶ Tools, templates, data



## ADDITIONAL RESOURCES



### Green Procurement

Government-wide source for sustainable purchasing strategies, requirements and programs



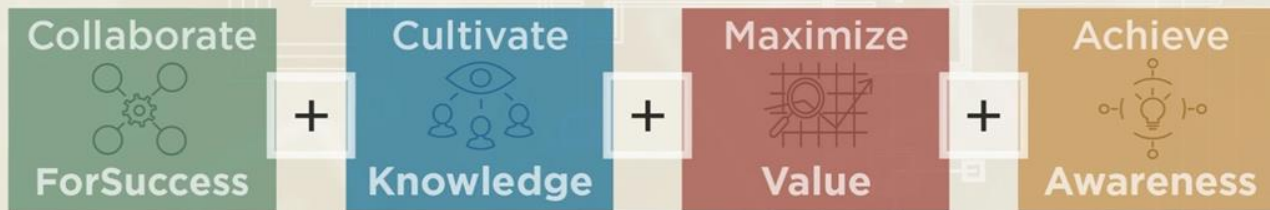
### TechFAR Hub

Resources, training and tools to apply industry best practices to digital service acquisition



### Small Business Forecasts

Agency reports of planned contracting to assist small businesses in planning offerings



# Gateway Search

- All articles, community topics, solutions and documents (in the Document Library) have tags. That's how content can be searched by users.

**GATEWAY SEARCH**

Word search is a new Gateway feature: not all search terms are available yet.

Check back as we are still building our terms library and email us your feedback with your preferred search terms!

Search Professional Services Prod

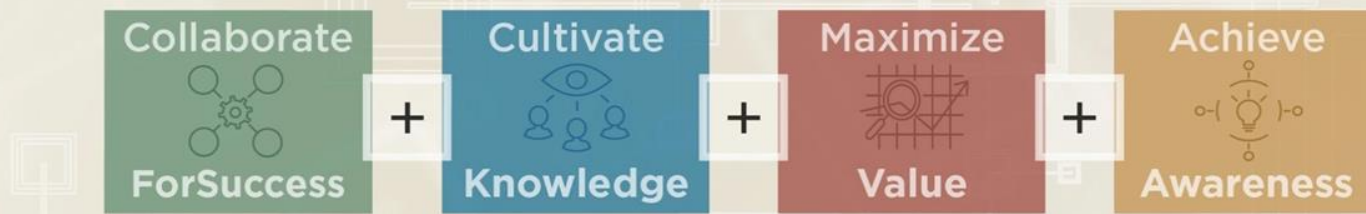
- Best Practices
- Professional Services
- Industrial Products & Services
- Security and Protection
- IT Consulting
- Fire/Rescue/Safety/Environmental Protection Equipment

Articles: 90 found

Community Topics: 85 found

Solutions: 61 found

Documents: 59 found



# Acquisition Gateway Demonstration

## Demo Start

[Acquisition Gateway Website](#)

The Solutions Finder has over 230 vehicles from more than 20 agencies available for market research. Solutions include IDIQs, shared service offerings end user licensing agreements and more. Filter and search help to focus in on the proper solutions, and there are links to additional information.

Search Bar

Filters

The screenshot displays the 'SOLUTIONS FINDER' interface. At the top, a navigation bar includes 'Acquisition Gateway', 'Tools', 'Category Management', and 'Explore'. The main header shows 'Showing 158 results of 228' with pagination controls. On the left, a sidebar contains a 'Keyword Search' bar and several filter sections: 'Applied Filters' (GSA, My Agency), 'Program Type' (FSSI), 'Solution Type' (BPA, ELA, GWAC, IDIQ, MAC, MAS, MS, NSN, SSO, Tender), and 'Category' (Facilities & Construction, Human Capital, Industrial Products & Services, Information Technology, Medical, Office Management, Professional Services, Security & Protection, Transportation & Logistics Services, Travel). The main content area lists five solutions, each with a logo, title, managing agency, fee, availability, and action buttons (Compare, Solution Website, T&Cs, Contract). The solutions are: 18F (Managed By: GSA, SSO), 8(a) STARS II (Managed By: GSA, GWAC), AbilityOne (Managed By: AO, MS), Administrative Resource Center for Financial Management Services (Managed By: Treasury, SSO), and Administrative Resource Center for Human Resources (Managed By: Treasury, SSO). On the right side of the interface, there are sorting and recommendation controls.

Sorting

Add to Project Center

The Solutions Finder has over 230 vehicles from more than 20 agencies available for market research. Solutions include IDIQs, shared service offerings end user licensing agreements and more. Filter and search help to focus in on the proper solutions, and there are links to additional information.

Acquisition Gateway

Tools

Category Management

Explore

Hi, Zachary Lerner

About Us

Help

Sign Out

SOLUTIONS FINDER

Keyword Search

Applied Filters

GSA

My Agency

Program Type

SSSI (17)

Solution Type

BPA (27)

ELA (2)

GWAC (10)

IDIQ (57)

MAC (4)

MAS (37)

MS (12)

NSN (0)

SSO (25)

Tender (2)

Category

Facilities & Construction (14)

Human Capital (18)

Industrial Products & Services (8)

Information Technology (66)

Medical (16)

Office Management (22)

Professional Services (31)

Security & Protection (6)

Transportation & Logistics Services (17)

Travel (14)

Subcategory

Showing 158 results of 228

Reset

Share

«

«

1

2

3

4

5

...

7

»

»»

25

50

100

18F

Managed By: GSA

SSO

Providing user-centered design, built using agile methodology, 18F helps federal agencies adopt modern approaches to managing and delivering digital services. We're federal employees, like you. But we're also a team of designers, product ...

View Details

Fee:

Varies by task, please contact POC

Availability:

All DoD and Civilian Agencies

Compare

Solution Website

T&Cs

3

Recommend

8(a) STARS II

Managed By: GSA

GWAC

This small business set-aside GWAC provides flexible access to customized IT solutions from a large, diverse pool of 8(a) industry partners.

View Details

Fee:

0.75%

Availability:

All DoD and Civilian Agencies

Compare

Solution Website

Contract

6

Recommend

AbilityOne

Managed By: AO

MS

The AbilityOne Program is a Federal initiative to help people who are blind or have other significant disabilities find employment by working within a national network of over 600 Nonprofit Agencies that sell products and services to the ...

View Details

Fee:

Varies (embedded in catalog price)

Availability:

All DoD and Civilian Agencies

Compare

Solution Website

T&Cs

7

Recommend

Administrative Resource Center for Financial Management Services

Managed By: Treasury

SSO

ARC Financial Management Services provides a full range of financial management accounting services including financial management system platform, budget processing, vendor and employee record maintenance/reporting, accounts payable (AP), ...

View Details

Fee:

Annual fixed cost agreements - many services have transaction-based pricing

Availability:

Federal Agencies

Compare

Solution Website

1

Recommend

Administrative Resource Center for Human Resources

Managed By: Treasury

SSO

ARC Human Resources (HR) Services provides a full range of HR services which include: classification, staff services, payroll processing and compensation, employee benefits, labor relations, ...

View Details

Fee:

Annual fixed price agreement - many services have transaction-based pricing.

Availability:

Federal Agencies

Compare


Solution Website

0

Recommend

11

CALC lives outside the Acquisition Gateway, but can be reached from the Gateway home page. Users can search by labor category. Filters allow users to shape that information. Both the dynamic graph and the results of the search can be downloaded.



**CALC**  
Contract-Awarded Labor Category

## Search awarded ceiling rates for labor categories

CALC lets you conduct market research on professional service labor categories quickly and easily, helping you make better informed decisions. Results shown are awarded hourly rates from GSA IDIQ service schedules.

CALC offers ...

- Ceiling prices
- Fully burdened costs
- Services data
- Worldwide rates

[Explore data](#)
[About CALC](#)

Search Bar



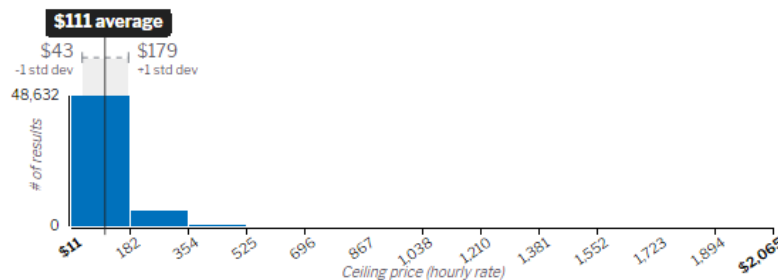
Enter your search terms below, separated by commas. (For example: Engineer, Consultant)

☒ Contains words
 ☐ Contains phrase
 ☐ Exact match

Showing 200 of **54,670** results

Hourly rate data

Proposed price



Std deviation -1	Average	Std deviation +1
\$43	\$111	\$179

Optional filters

Education level:

Experience:  

  
 -  years

Worksite:

Business size:

SIN / Schedule:  

[What's this?](#)

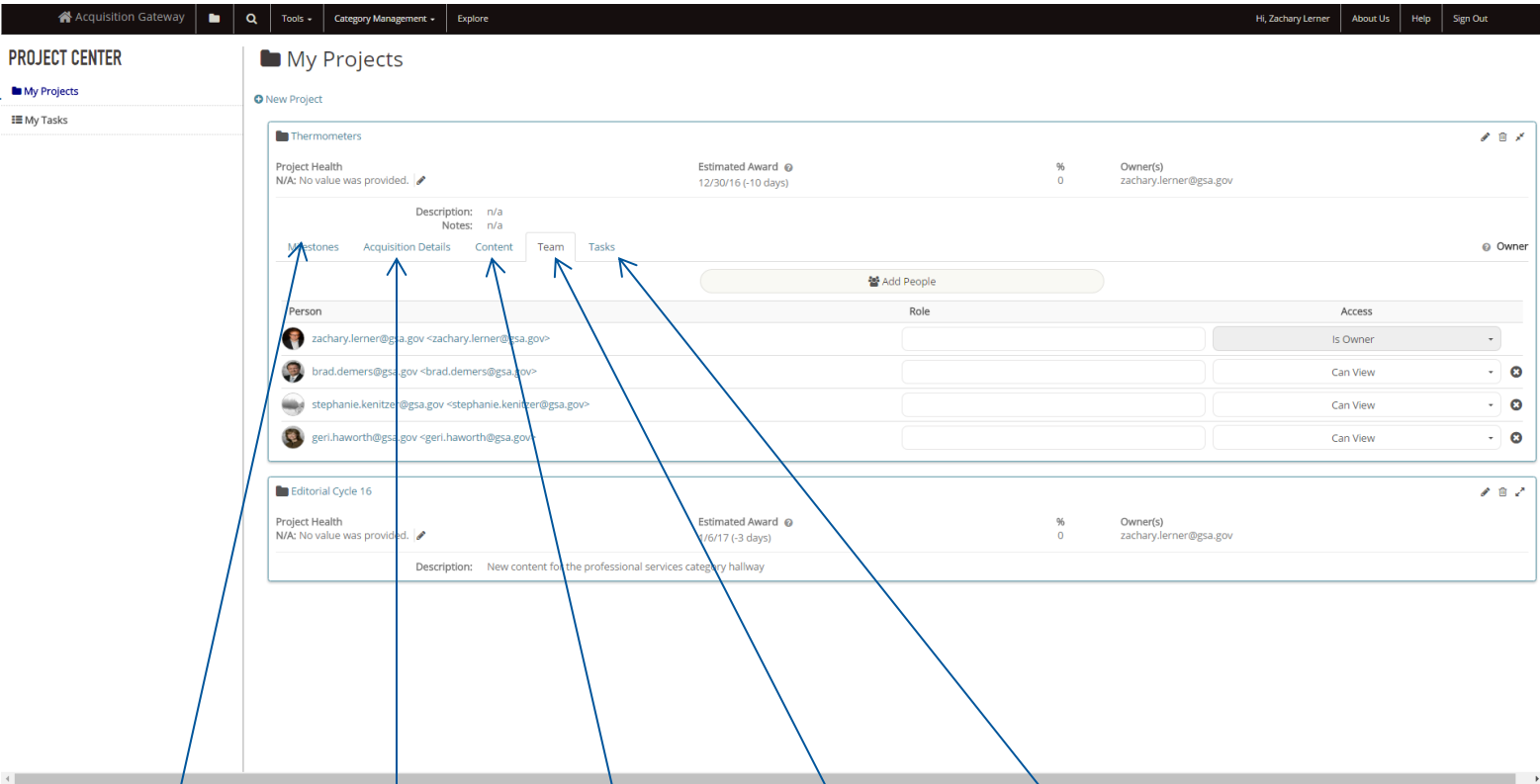
Contract year:

Dynamic graph that reflects the selected labor categories and filters

# Project Center

The Project Center is how a user can personalize the Acquisition Gateway. One can store information critical to a procurement. Upload files. Invite team members. Clip articles, contract vehicles and community posts for a centralized market research home.

A user can have multiple projects



Milestones are a breakout of typical procurement deliverables

Keep track of identifier #s, contract info, timeline and budget

Content is where relevant info from the Gateway is gathered and kept

Invite team members that are registered with the Gateway to view and contribute to the project

The Tasks tab is a notes section.

# Document Library

The Document Library is the next generation SOW Library. It houses procurement documents from all phases of the acquisition lifecycle. More than any other tool in the Gateway, besides the Project Center, it is your contributions that will make this tool succeed.

Search Bar

Document Library

Applied Filters

Filter By

Document Type

Requirements Document

Quality Assurance Surveillance Plan

Limited Sources Justification (8.4)

Independent Government Cost Estimate

Contracting Officer's Representative Nomination and Appointment Letter

Acquisition Strategy

Show Cause Notice

Justifications and Approvals

Final Proposal Revision

Source Selection Plan (FAR Part 15)

Stop Work Order

Market Research Report

Purchase Request

Agency

Acquisition Stage

Acquisition Planning

Requirements Determination

Administration

Award

Solicitation Development

Source Selection

Format

Sorting

Displaying 100 of 237 documents. [Reset] [Share]

1

2

3

4

...

25

50

100

Managed Mobility

GSA Connections II SOW Template

Document Type

Statement of Work

Contract Type

Unknown

Acq. Stages

Acquisition Planning

Tags

IT Hardware

Communication Equipment

Managed Mobility

GWAC

Connections II

Format

Template

Agency

General Services Administration

Date Uploaded: 09/29/2016, Views: 24, Downloads: 50

Download PDF Format

0

IP Surveillance

GSA Connections II SOW Template

Document Type

Statement of Work

Contract Type

Unknown

Acq. Stages

Acquisition Planning

Tags

IT Hardware

Communication Equipment

IP Surveillance Network

GWAC

Connections II

Format

Template

Agency

General Services Administration

Date Uploaded: 09/29/2016, Views: 7, Downloads: 13

Download PDF Format

0

IPv6 Work Breakdown

GSA Connections II SOW Template

Document Type

Performance Work Statement

Contract Type

Unknown

Acq. Stages

Tags

IT Hardware

Communication Equipment

IPv4

IPv6

Internet Protocol

Internet Protocol Version 6 IPv6 (Breakdown)

GWAC

Connections II

Format

Template

Agency

General Services Administration

Date Uploaded: 09/29/2016, Views: 5, Downloads: 9

Download PDF Format

0

Air Compressor Maintenance

# eBuy Open

eBuy Open is one of the features available on the Acquisition Gateway only available to federal users. It shares all RFQ postings going back to the first day of fiscal year 2014 (10/1/13). eBuy is a GSA platform so only GSA contract vehicles can be searched or filtered.

Search Bar

Filters

INFO

Welcome

GSA's eBuy-Open, is a web platform that provides access to all electronic Requests for Quote (RFQ) /Proposal (RFP) submitted through the GSA eBuy system from FY14 forward. A variety of data filtering, formatting and reporting features are available to analyze the data. [Click here for more information.](#)

TEXT SEARCH BY RFQID, RFQ DESCRIPTION OR TITLE

Q

TIME PICKER

10/01/2013 to 01/09/2017

Q

TOP 5 AGENCIES

Term	Count	Action
Department of the Air Force	42433	Q
Department of Veterans Affairs	35816	Q
Department of the Navy	34853	Q
Department of the Army	26024	Q
Department of Defense (Office of the Secretary of Defense)	14604	Q

FILTERING

Status

SINs

Schedules

BuyerAgency

SINNames

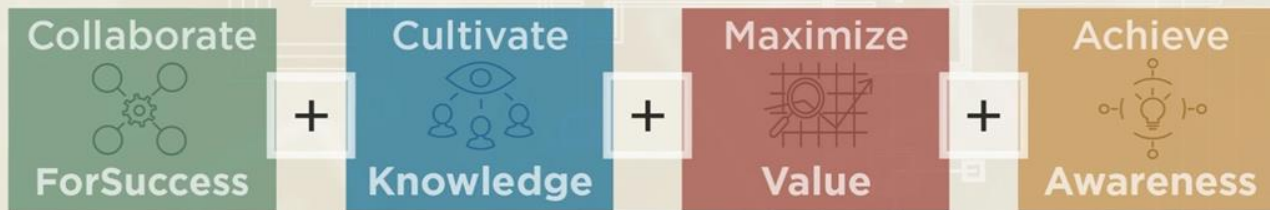
RFQ DATA

Page 1 of 5 (Total 234,456 RFQs)

Export

	RFQID	BuyerAgency	IssueDate	CloseDate	Title	SIN	Schedule	AttachmentCount	Status
Expand	RFQ1162470	Department of the Navy	2017-01-09	2017-01-14	Production Controller	105 002	51 V		Active
Expand	RFQ1162469	Department of the Navy	2017-01-08	2017-01-12	X68 TEKNATOOL NOVA CHUCK & INSERT	105 002	51 V		Active
Expand	RFQ1162467	Department of the Navy	2017-01-08	2017-01-12	X17 CAULK GUN, TAP & DE-BURR TOOL...	260 09, 105 002	84, 51 V		Active
Expand	RFQ1162466	Department of the Air Force	2017-01-08	2017-01-13	Fighter Hanger	132 8	70	1	Active
Expand	RFQ1162465	Department of Homeland Security	2017-01-07	2017-01-10	Chart Cabinets	MRO CATEGORY 2	BPA	1	Active
Expand	RFQ1162463	Department of Agriculture	2017-01-07	2017-01-12	Janitorial Service Corvallis OR	811 002	03FAC	2	Active
Expand	RFQ1162462	Department of Health and Human Se...	2017-01-07	2017-01-12	Food prep equipment	302 20	73		Active
Expand	RFQ1162461	Department of Health and Human Se...	2017-01-07	2017-01-12	FOOD EQUIPMENT	302 99	73		Active
Expand	RFQ1162460	Department of Health and Human Se...	2017-01-07	2017-01-12	WOUND DRESSING	A-4A	65 II A		Active
Expand	RFQ1162459	Department of Health and Human Se...	2017-01-07	2017-01-12	Weed Control	371 003	03FAC	1	Active
Expand	RFQ1162458	Department of Health and Human Se...	2017-01-07	2017-01-12	POWER MAT PLATFORM	A-79	65 II A		Active
Expand	RFQ1162456	Department of the Air Force	2017-01-07	2017-01-13	Tennant 5680 Walk-Behind Floor Sc...	375 129	73		Active
Expand	RFQ1162454	Department of the Navy	2017-01-07	2017-01-12	X17 BOSCH JIGSAW BLADE	105 002	51 V		Active
Expand	RFQ1162452	Department of the Navy	2017-01-06	2017-01-11	Toner Cartridges	CLIN 0001	OS3		Active

Expand a line item and view the attached RFQ documents



# Gateway Search

- All articles, community topics, solutions and documents (in the DocLibrary) have tags. That's how content can be searched by users.

Acquisition Gateway | Tools | Category Management | Explore | Hi, Zachary Lerner | About Us | Help | Sign Out

### GATEWAY SEARCH

Word search is a new Gateway feature: not all search terms are available yet.

Check back as we are still building our terms library and email us your feedback with your preferred search terms!

Search Professional Services Prod

- Best Practices
- Professional Services
- Industrial Products & Services
- Security and Protection
- IT Consulting
- Fire/Rescue/Safety/Environmental Protection Equipment

Articles: 90 found

Community Topics: 85 found

Solutions: 61 found

Documents: 59 found

# The Professional Services Category Hallway

Category hallways are where collected knowledge lives. They have category-specific procurement recommendations, training and best practices. They are a good leaping off point for any market research at the beginning of an acquisition.

Filter by sub-category

Alphabetical arrangement

Useful quick links

Acquisition Gateway

Tools

Category Management

Explore

Hi, Zachary Lerner

About Us

Help

Sign Out

HALLWAYS

Professional Services

Sub Hallways

Business Administration Services

Financial Services

Legal Services

Management Advisory Services

Marketing & Distribution

Public Relations & Professional Communication Services

Real Estate Services

Social Services

Technical & Engineering Services

ARTICLE INDEX

View All

Card Services: Charge Up Video Series - A Tour of the GSA SmartPay Training Site

Card Services: Charge Up Video Series - Getting to Know GSA SmartPay®

Card Services: Charge Up Video Series - Meet the GSA SmartPay Team

Card Services: How GSA SmartPay® Supports 2.5 Million Federal Travelers!

RESOURCES

Buy Online

View Prices Paid

Statement of Work Library

CALC Tool

CONTRIBUTE

Contribute & Share

Quick link to the Professional Services Category Solutions Finder

Quick link to the Professional Services Category Community

Hallway (noun hall-way 'hōl- wā): category-specific information resource. This hallway includes Business administration services, Financial services, Legal services, Management advisory services, Marketing & distribution, Public relations & professional communication services, Real estate services, Social Services, and Technical & Engineering Services. Trade Policy & Services

MEET THE CATEGORY TEAM

tiffany.hixson@gsa.gov (GSA)

zachary.lerner@gsa.gov (GSA)

Doing market research? The CALC tool lets you search awarded ceiling rates for labor categories.

SOLUTIONS FINDER

Find acquisition vehicles, contracts, and shared services from across the Federal Government

My Agency

GSA

Category

Professional Services

Subcategory

- Select -

View

31 Solutions available

Reset

FEATURED ARTICLES

INDEX: PROFESSIONAL SERVICES TOOLS AND TEMPLATES

INDEX: PROFESSIONAL SERVICES EXPERT ARTICLES

INDEX: CONTRACTING OFFICER TOOLKIT FOR PROFESSIONA...

INDEX: GOVERNMENT-WIDE PROFESSIONAL SERVICES CATEGORY POLICY, PLANNING AND MINUTES

TRAINING RESOURCE: PROFESSIONAL SERVICES TRAINING/EVENTS CALENDAR

TRAINING RESOURCE: THE CONTRACT AWARDED LABOR CATEGORY (CALC) TOOL

TRAINING RESOURCE: OASIS DISCOVERY

TRAINING RESOURCE: OASIS DASHBOARD

COMMUNITY

Browse & participate in acquisition discussions

OFPP Mythbusters Part III Professional Services January 9, 2017

Interact Crosspost: Start 2017 Off Strong with these Upcoming Webinars Professional Services December 21, 2016

HCaTS SB now Open for Business Professional Services December 7, 2016

Did you miss the November 10th Office Hours Request for Information (RFI) Presentation? Find the slide deck in the post below.

NEW INFO

TRAINING & EVENTS

Golden RFQs: SINs 874-4, 874-6 (874-1)

This is the second installment of a recurring feature that takes advantage of the over ...

Rulings Feature: NCI Information Systems, Inc. B412870.2: Oct 14, 2016

This is the 10th article in a series highlighting court and GAO rulings on procurement ...

OASIS: OASIS On-Ramp

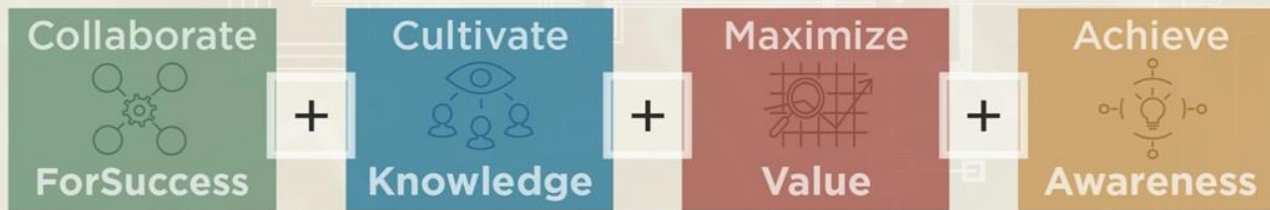
News about the OASIS MAC IDIQ On-Ramp

Contracting Best Practices: Communication, A Critical Element of the COR's Post Award Role

Interviews with Contracting Officer Representatives about post-award best practices L...

The Professional Services Category Hallway has 90 articles.

17



# Contact Information

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